

FORWARD TO THE FOURTH EDITION

This book is a general introduction to the Federal procurement process. We designed the book for the novice who has had no prior experience with that process, whether employed by the Federal Government or by a private sector business concern that has an interest in contracting with the Federal Government.

This book is written from the perspective of Federal contracting officers, because they oversee the entire process — from the moment that a requirement for supplies or services is generated to the final termination or close-out of the contract. Knowing how the process works from their vantage can be of value to any party to the process, whether that person is a pricing specialist, negotiator, budget analyst, program manager, quality assurance specialist, logistician, lawyer, contract manager, or even an acquisition trainer or educator.

On the other hand, this book does NOT cover policies, procedures, solicitation provisions, and contract clauses that are unique to construction contracting, contracting for A&E Services, contracting for major systems, and real property leasing. The Defense Acquisition University, among other such facilities, provides special courses in certain of these areas.

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